Zenan Wu

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Employment

Department of Economics, Peking University

Associate Professor (with tenure), Aug. 2021–present. Assistant Professor, Sept. 2015–July 2021.

Education

Ph.D. Economics, University of Pennsylvania, 2015.

M.A. Economics, University of Pennsylvania, 2010.

B.A. Economics, Tsinghua University, 2008.

Research

Research Interests: Applied Microeconomic Theory, Industrial Organization, Contest Theory, Insurance Markets, Behavioral Economics.

Peer-Reviewed Journal Articles

- 1. Bid Caps in Noisy Contests, with Qiang Fu and Yuxuan Zhu, *American Economic Journal: Microeconomics*, forthcoming.
- Expectations-Based Loss Aversion in Contests, with Qiang Fu, Youji Lyu, and Yuanjie Zhang, Games and Economic Behavior, 2022, 133, 1–27.
- 3. On Equilibrium Existence in Generalized Multi-Prize Nested Lottery Contests, with Qiang Fu and Yuxuan Zhu, *Journal of Economic Theory*, 2022, 200, 105377.
- 4. Disclosure and Favoritism in Sequential Elimination Contests, with Qiang Fu, American Economic Journal: Microeconomics, forthcoming.
- Multi-Prize Contests with Risk-Averse Players, with Qiang Fu and Xiruo Wang, Games and Economic Behavior, 2021, 129, 513–535.
- Optimally Biased Tullock Contests, with Shanglyu Deng and Qiang Fu, Journal of Mathematical Economics, 2021, 92, 10–21.
- Life Insurance and Life Settlement Markets with Overconfident Policyholders, with Hanming Fang, Journal of Economic Theory, 2020, 189, 105093.

- Winner of the 2020 Outstanding Research Award of China Information Economics Society

- On the Optimal Design of Biased Contests, with Qiang Fu, Theoretical Economics, 2020, 15(4), 1435–1470.
- Centralized versus Decentralized Contests with Risk-Averse Players, with Xiruo Wang and Yuxuan Zhu, *Economics Letters*, 2020, 186, 108816.
- 10. Contests: Theory and Topics, with Qiang Fu, a survey on theoretical studies of contests as an invited contribution to Oxford Research Encyclopedia of Economics and Finance, Oxford University Press, 2019.
- Insurer Commitment and Dynamic Pricing Pattern, with Ruo Jia, Geneva Risk and Insurance Review, 2019, 44(1), 87–135.
- Managerial Turnover and Entrenchment, with Xi Weng, Journal of Economics & Management Strategy, 2018, 27(4), 742–771.
- 13. Multidimensional Private Information, Market Structure and Insurance Markets, with Hanming Fang, *RAND Journal of Economics*, 2018, 49(3), 751–787.
- 14. Incentives in Lottery Contests with Draws, with Shanglyu Deng and Xiruo Wang, *Economics Letters*, 2018, 163, 1–5.
- 15. Information Sharing in Private Value Lottery Contest, with Jie Zheng, *Economics Letters*, 2017, 157, 36–40.

Working Papers

- 16. On the Optimal Design of All-Pay Auctions, (joint with Qiang Fu).
- 17. Adverse Impacts of Regulatory Reforms and Policy Remedies: Theory and Evidence, (joint with Ruo Jia and Yulong Zhao).
- 18. On Equilibrium Uniqueness in Generalized Multi-Prize Nested Lottery Contests, (joint with Qiang Fu and Yuxuan Zhu).
- 19. Confidence Management in Tournaments, (joint with Shanglyu Deng, Hanming Fang, and Qiang Fu).
- 20. Sequential Contests with Incomplete Information, (joint with Shanglyu Deng, Qiang Fu, and Yuxuan Zhu).
- 21. Consumer Vulnerability and Behavioral Biases, (joint with Hanming Fang).

Grants, Fellowships, & Awards

Grants

- 1. Principle Investigator, Excellent Young Scientists Fund (优青项目), National Natural Science Foundation of China (NSFC Grant), "Contest Theory," No.72222002, 2023-2025, 2,000,000 CNY.
- 2. Principal Investigator, General Program (面上项目), National Natural Science Foundation of China (NSFC Grant), "Player Heterogeneity and Contest Design," No. 72173002, 2022-2025, 490,000 CNY.

- 3. Principal Investigator, Youth Program (青年项目), National Natural Science Foundation of China (NSFC Grant), "Favoritism and Information Disclosure in Contests," No. 71803003, 2019-2021, 210,000 CNY.
- 4. Wu Jiapei Foundation of the China Information Economics Society, No. E21100383, 2021-2024, 50,000 CNY.
- 5. Research Seed Fund, Peking University, 2016-present.

Last updated: August 15, 2022